

Hendrik Sonnabend

Curriculum Vitae

Current Positions

- 04/2013 - **Post-Doc Position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
Present
- 04/2015 - **Associate Lecturer**, *University of Hagen and Fraunhofer-Institut Oberhausen*, Interdisciplinary distance studies of environmental sciences (infernium).
Present

Education

- 2006–2013 **Doctoral degree in Economics**, *University of Hagen*, Title of dissertation: Simultane Suche auf dem Wohn- und Arbeitsmarkt (Search-theoretic models of the labor and housing market).
Advisors: Prof. Dr. Joachim Grosser and Prof. Dr. Thomas Eichner
- 2000–2006 **Diplom in Economics**, *University of Bonn*, Title of diploma thesis: Testing the Empirical Validity of Mixed-Strategy Equilibria: Penalty Kicks in German Professional Soccer.
Advisor: Prof. Dr. Armin Falk

Professional Career

- 04/2013 - **Post-Doc Position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
Present
- 10/2015 - **Associate Lecturer**, *FOM University of Applied Science*, Teaching.
04/2016
- 07/2006 - **PhD position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
04/2013

Research Interests

Applied Microeconomics; Labor Economics; Behavioral Economics; Industrial Economics; Sports Economics; Cultural Economics

Research stays

- 09/2021 **Copenhagen Business School (CBS)**.
Host: Prof. Trine Bille

Universitätsstraße 11 – 58097 Hagen

☎ +49 2331.987-2632

✉ Hendrik.Sonnabend@Fernuni-Hagen.de

📄 hsonnabend.github.io/hsonnabend/index.html

🐦 Hensonn22

Publications

Publications in Refereed Journals

Presenteeism when employers are under pressure: evidence from a high-stakes environment, in: *Economica*, 90(358), 477-507, 2023 (with Mario Lackner).

Strategic Investment Decisions in Multi-stage Contests with Heterogeneous Players, in: *Theory and Decision*, 93(2), 281-317, 2022 (with Christian Deutscher, Marco Sahm, and Sandra Schneemann).

Gender Role Models and Early Career Decisions, in: *Applied Economics Letters* (Advance online publication, DOI: 10.1080/13504851.2022.2066618) (with Monique Löwe and Ulf Rinne), 2022.

Artists' Labour Market and Gender: Evidence from German visual artists, in: *KY-KLOS*, 75(3), 456-471 (with Maria Marchenko), 2022.

The glass ceiling revisited: empirical evidence from the German academic career ladder, in: *Applied Economics Letters* (Advance online publication, DOI: 10.1080/13504851.2022.2041168) (with Katrin Heinrichs), 2022.

Female Workers, Male Managers: Gender, Leadership, and Risk-taking, in: *Southern Economic Journal*, 88(3), 906-930, 2021 (with Ulf Rinne).

Can too many cooks spoil the broth? Coordination costs, fatigue, and performance in high-intensity tasks, in: *Southern Economic Journal*, 88(3), 1065-1085, 2021 (with Mario Lackner and Bastian Kordyaka)

Coping with advantageous inequity - Field evidence from professional penalty kicking, in: *Journal of Behavioral and Experimental Economics*, 91, 2021 (with Mario Lackner)

The common-interest game between terrorists and the media: replication and extension, *Empirical Economics*, 60(3), 1593-1606, 2021 (with Youssef Akil).

Pricing in live music: an empirical analysis of the tribute band sector, in: *Economics Bulletin*, 40(2), 890-900, 2020 (with Samuel Cameron).

Pricing the Groove: hedonic equation estimates for rare vinyl records, in: *Applied Economics*, 52(50), 5516-5530, 2020 (with Samuel Cameron).

On discouraging environments in team contests: Evidence from top-level beach volleyball, in: *Managerial and Decision Economics*, 41(6), 986-997, 2020.

Good Intentions and Unintended Evil? Adverse Effects of Criminalizing Clients in Paid Sex Markets, *Feminist Economics*, 25(4), 2019 (with Georg Stadtmann).

Further Field Evidence for Minimax Play, *Journal of Sports Economics*, 19(3), 371-388, 2018 (with Thomas Dohmen).

Universitätsstraße 11 – 58097 Hagen

☎ +49 2331.987-2632

✉ Hendrik.Sonnabend@Fernuni-Hagen.de

📄 hsonnabend.github.io/hsonnabend/index.html

🐦 Henson22

Fairness constraints on profit-seeking: Evidence from the German club concert industry, *Journal of Cultural Economics*, 40(4), 529-545, 2016.

Book chapters

"Pricing", in S. Cameron (Ed.), *A Research Agenda for Cultural Economics*, Edward Elgar, Cheltenham, 2019.

Papers under Review

The Never Ending Book: The role of new material and peer feedback in user-generated content production (jointly with Maria Marchenko). *Status*: Under Review at the *Journal of Economic Behavior & Organization*.

When colleagues come to see each other as rivals: Does internal competition affect workplace performance? Evidence from professional soccer (with Felia Reicherseder). Under Review at *Journal of Labor Research*.

Favoritism, social pressure, and gender: evidence from football (with Christian Deutscher, Marius Ötting, and Finn Spilker). Under Review at the *Journal of Behavioral and Experimental Economics*.

The older the wiser? Determinants of misbehaviour in team contests (with Mario Lackner). Under Review at *Social Science Quarterly*.

Close but not too close? Optimal copycat strategies in the light of negative publicity by the original product (with Joachim Grosser and Bastian Westbrock). Under Review at the *The B.E. Journal of Economic Analysis and Policy*.

Refereed Publications in Nationally Refereed Journals

Geschlechterunterschiede im Umgang mit Rückschlägen: Eine empirische Analyse am Beispiel professioneller Tennisspieler und Tennisspielerinnen (with Felia Reicherseder). Accepted for publication in *Wirtschaftswissenschaftliches Studium (WIST)*.

Die Bedeutung der Eröffnungswoche für den Erfolg eines Kinofilms: Gibt es einen „Nummer 1“ - Effekt?, in: *Wirtschaftswissenschaftliches Studium (WIST)*, 50.Jg, Nr.7, 2021 (with Michael Richter).

Verbot oder Legalisierung von Drogen?, in *Wirtschaftswissenschaftliches Studium (WIST)*, Nr. 4, 2017 (with Ronny Rössel).

Die Entlohnung von Berufenen, in: *Wirtschaftswissenschaftliches Studium (WIST)*, Nr. 11, S.619, 2014.

Warum soziale Netzwerke für den Arbeitsmarkt bedeutend sind: Ein Beitrag aus der Perspektive der Arbeitsmarktökonomik. *Soziale Netzwerke im Diskurs*, S.28–35, 2013.

Konfliktökonomie und das Paradox der Stärke, in: *Wirtschaftswissenschaftliches Studium (WIST)*, 40. Jg., Nr. 6, S.310–304, 2011 (with Michael Möcker).

Universitätsstraße 11 – 58097 Hagen

☎ +49 2331.987-2632

✉ Hendrik.Sonnabend@Fernuni-Hagen.de

📄 hsonnabend.github.io/hsonnabend/index.html

🐦 Henson22

Discussion Papers

Using goals to motivate students: The power of small financial rewards, (with Sarah Rezaei and Bastian Westbrock), 2021. <http://dx.doi.org/10.13140/RG.2.2.34275.89125>

A note on Nash equilibrium in soccer, *University of Hagen*, 2007 (with Volker Schlepütz). <http://deposit.fernuni-hagen.de/86/>

Work in Progress

Gender differences in goal-setting behaviour in high-stakes competitions: evidence from freediving contests (with Mario Lackner and Bastian Westbrock). Presented at the 24th Colloquium on Personnel Economics (COPE).

Customer Discrimination in the Field: Supporters' Right-Wing Political Attitudes and Ethnic Team Composition in German Professional Soccer (with Ulf Rinne and Leonie Wolters). Presented at the 13th ESEA Conference.

Small fish in a big pond or big fish in a small pond? Tournament entry decisions in professional tennis (with Andrea Baldin and Maria Marchenko). Presented at the 12th ESEA Conference.

Gender, Age, and Risk Preferences (with Mario Lackner).

The division of labour in music production (with Wojciech Hardy).

The peer effect on students' academic performance (with Sarah Rezaei and Bastian Westbrock).

Referee Service

Labour Economics, Journal of Economic Psychology, Journal of Economic Behavior & Organization, IZA Journal of Labor Economics, International Journal of Game Theory, Journal of Behavioral and Experimental Economics, Managerial and Decision Economics, Journal of Cultural Economics, Journal of Sports Economics, International Journal of Sport Finance, Journal of Media Business Studies

Prizes

Presidents' Prize at the 19th International Conference of the ACEI (The Association for Cultural Economics International).

Professional memberships

European Association of Labour Economists (EALE), European Society for Population Economics (ESPE), European Association for Research in Industrial Economics (EARIE), Association for Cultural Economics International (ACEI), European Sport Economics Association (ESEA)

Conferences

- Conference of the Society of Labor Economists (SOLE), 2022.
- Jahrestagung des Vereins für Socialpolitik, 2019, 2020.
- Conference of the European Association of Labour Economists (EALE), 2019, 2021, 2022.
- Conference of the European Society for Population Economics (ESPE), 2022.
- Colloquium on Personnel Economics (COPE), 2022.
- Conference of the European Association for Research in Industrial Economics (EARIE), 2018.
- Conference of the European Sport Economics Association (ESEA), 2017, 2021, 2022.
- International Conference on Cultural Economics (ACEI), 2016, 2021.
- European Workshop on Applied Cultural Economics (EWACE), 2017, 2019.
- International Conference on Arts and Cultural Management (AIMAC), 2019.
- Annual Conference "Contests: Theory and Evidence", Norwich, 2018.
- International Conference on Sport Economics and Sport Management (SESM), 2017, 2018, 2019.
- Vienna Music Business Research Days, 2016.

Funding

- Internal research funding ("Genderforschung"), 2021 - 2023, 6,688 EUR. Title: Gender, Age, and Risk Preferences.
- Internal research funding ("Genderforschung"), 2018 - 2019, 7,385 EUR. Title: Gender, Leadership, and Risk Taking.

Invited talks

- Digital Europe Economic (DEE) Seminars, online, 2022.
- Reading Online Sport Economics Seminars (ROSES), online, 2021.
- Texas A&M University and Akademie für internationale Bildung (AiB), Bonn, 2021.
- IZA Brown Bag Seminar, Bonn, 2019.
- Seminar at Bielefeld University, Department of Sports Science, 2017.
- Bamberg Economic Research Group (BERG), "Forschungsseminar VWL", 2017.

Media coverage

WDR 5 "Neugier genügt", Welt am Sonntag (Ausgabe 47, 2022), VDI nachrichten (Ausgabe 36, 10.09.2021), Der Aktionär (Ausgabe May 2022), Westfalenpost (Ausgabe 286, 2022), Westfälische Rundschau (09.12.2022), Forbes, Frankfurter Rundschau, Nürnberger Nachrichten (Ausgabe vom 08.03.2023), VDI nachrichten, SonntagsZeitung (01.07.2018), Straubinger Tagblatt (19.11.2022), Landshuter Zeitung (19.11.2022), Kurier, Schweizer Musikzeitung, Welt, Westfalenpost, ESV arbeitsschutzdigital, kunstleben-berlin.de, webecho-bamberg.de, Kölner Stadt-Anzeiger (25.02.2017).

University/departmental service

2021 - Present **Senate member.**

2018 - Present **Faculty council member.**

Universitätsstraße 11 – 58097 Hagen

☎ +49 2331.987-2632

✉ Hendrik.Sonnabend@Fernuni-Hagen.de

📄 hsonnabend.github.io/hsonnabend/index.html

🐦 Henson22

- 2018 - 2020 **Member of search committee, *Macroeconomics*.**
2014 - 2015 **Member of search committee, *International Economics*.**

Teaching

- 2008 - Present **Lecturer, *University of Hagen*, Health Economics.**
2008 - 2016 **Lecturer, *University of Hagen*, Seminar on Applied Microeconomics.**
2012 - Present **Lecturer, *University of Hagen*, Labor Economics.**
2016 - 2018 **Lecturer, *University of Hagen*, Seminar on Cultural Economics.**
2015 - 2016 **Associate Lecturer, *FOM University of Applied Science*, Introductory Economics.**
2017 - Present **Lecturer, *University of Hagen*, Seminar on Sports Economics.**
2017 - Present **Lecturer, *University of Hagen*, Seminar on Labor Economics.**

Teaching qualifications

- Teaching certificate "Professionelle Lehrkompetenz für die Hochschule des Netzwerks *hochschuldidaktik nrw*".
- Teaching certificate *eTeaching* (University of Hagen).

Language and software skills

- *Languages*: German (native), English (fluent), French (basic).
- *Software*: LaTeX, Stata, R



Dortmund, 9. März 2023